

THE PARTITION OF CANADA

BY ANGLO-SAXON FARMERS.

REPORT TO A COMPANY
OF AMERICAN INVESTORS
ON WHEAT LANDS
IN WESTERN CANADA
BY LUTHER D. WISHARD
PRESIDENT OF WISHARD
LANGAN COMPANY, LTD.

Winnipeg :: New York :: Chicago

NEW YORK OFFICE: METROPOLITAN BUILDING

AMERICAN FARMS AT \$100 AN
ACRE YIELD \$5 OR LESS AN
ACRE, OR 5 PER CENT.
MINUS.

CANADIAN FARMS AT \$15 AN
ACRE YIELD \$5 OR MORE AN
ACRE, OR 33 PER CENT.
PLUS.

GUARANTEES.

The average price of land will never be lower than to-day, because, while the demand will perpetually increase, the number of acres on the earth's surface will remain the same.

Canada's population will, in the judgment of James J. Hill, equal 50,000,000 within fifty years.

The Ox Team vs. the Iron Horse. The pioneer settler entered the Western states in wagons and ox carts. Western Canada is being settled by the limited express. One interoceanic trunk line already spans the Dominion. Two more are racing neck and neck for the Eastern and Western coasts.

The last West will not last long. Canadian farm lands are passing into private ownership at the rate of ten millions of acres a year.

Canadian titles are simple and perfect. The Torrens system prevails, by which the Government issues certificates guaranteeing all titles.

The taxes on Canadian farm land are only about \$25 a square mile.

Intrinsic value of Canadian farm lands.
Average acreage yield, 20 bushels; average selling price, 65 cents a bushel; average cost of production and transportation, 35 cents a bushel; average net profit, 30 cents a bushel, or \$6 an acre; therefore the intrinsic value of Canadian farm land is \$100 an acre now, and it will eventually sell for that.

THE PARTITION OF CANADA.

The Exodus. For the first time in American history an emigration movement has set in, or rather set out. In 1896 at least forty-four Americans are known to have emigrated to Western Canada. The tide has swept on until in one decade fully 200,000 of our countrymen—practically all of them our best farmers—have left us for the great Canadian wheat belt. Americans, and particularly those along our eastern coast, have so long regarded our country as the goal of the world's emigrant that it is startling and almost incredible to find our people at last turning emigrant and seeking a better country. The most serious phase of this fact is that these outgoing people constitute the very highest class of our farming population. We can ill afford to lose them, but they can less afford to remain. All we can do is to extract what comfort we can from the actual certainty that our loss is their gain and do what we can to share their gain.

The Cause. What is their gain? They are influenced by the same old motive which has kept our country in motion ever since the settlement of Plymouth and Jamestown, namely, better facilities for

bread-winning. This outgoing army of bread-winners is literally going into the business of bread-making. Agricultural investment has passed its zenith in the United States. American farms still yield the high-grade farmer a fair living, but it no longer pays the general investor to buy and rent farms on the share or cash rent system. The best American farm costs \$100 an acre, and yields the owner, provided he farms it himself, \$5 or less an acre, or 5 per cent. The best Canadian farm land accessible to the railroad can still be bought for \$15 an acre or less. It yields the owner \$5 an acre or more, or at least 33 1-3 per cent. Joseph Glenn, Esq., of Indian Head, whose wheat-raising record is known throughout Western Canada, told the writer that the owner of a section of land farmed by himself may safely calculate on clearing \$3,000 year by year over and above all expenses. An investor who has been handling farm lands in Minnesota for ten years, after the most searching investigation of the opportunities now afforded in Western Canada, has offered all his Minnesota farms for sale because, as he says, "I can secure fully three times as much of the best land in Canada for the selling price, raise fifty per cent. more wheat upon each acre there, sell the wheat for a higher price because of its higher grade and lower freight, and after ten years sell the land for three times as great an advance as will ever again be realized in Minnesota."

The Vast Winnipeg ships more wheat
Wheat Yield than either Chicago or Du-
luth. There is good reason

to believe that wheat culture in the United States either has reached or soon will reach its climax. There has been comparatively slight fluctuation in the annual output since 1891, the year when it first passed the 600,000,000 bushel mark. True, it did pass the 700,000,000 mark in 1901 only to drop back again into the 600,000,000. Our best wheat lands have either been pre-empted or exhausted. Western Canada, however, with her vast acreage of arable lands, most of which is adapted to wheat, has just been touched, there being less than five millions of acres in crop in 1905. The Dominion Government statistics on wheat-raising, which are exceptionally accurate, show the average yield for twenty years in Manitoba to have been 21.7 bushels. The yield in Minnesota, the leading American wheat state, for ten years was only 14.2 bushels. Canadian Government records necessarily report all kinds of farming, including that of the Englishman who shipped a train load of water carts to Western Canada with which to water his wheat fields; of another who planted bran, "not a spear of which," he declared, "came up;" of still another who ordered rolled oats to sow. The tradespeople who are pouring into Canada from Great Britain and the continent are not expected to do good farming in the beginning. They, of necessity, keep the average yield down. But they are fine men, and in time become fine farmers. The Immigration authorities in Canada declare that no farmer is more heartily welcomed there than the farmer from our Northwestern States, because he has been dealing with the same problems of

soil and climate which confront him in Canada, and he prosecutes his work from the day he enters without losing any time in experiments. It may be safely said that twenty-five bushels to the acre may be counted upon year in and year out, especially in the great Province of Saskatchewan, whose climate and soil seem to have been expressly designed for raising the golden grain.

Is there Danger of Over Supply? The fact that Great Britain annually imports 200,000,000 bushels, of which Canada is only able at present to furnish 40,000,000 or 50,000,000 is one answer to this question. The fact that the United States, which has been Great Britain's chief provider heretofore, had a drop in its exports last year to 45,000,000 bushels; that the annual increased consumption of our people is 8,000,000 bushels; that our wheat lands have been overworked and are wearing out; that the millers of Minneapolis are now purchasing vast quantities of Canadian wheat to mix with American wheat, and thus recover the high grade of flour for export, which they have lost, is a further answer. Great Britain will undoubtedly consume all the wheat which her best colony can produce for many years. When Britain's appetite is satisfied Canada will be faced with an unlimited contract in supplying China and Japan, which are beginning to eat wheat. The amount which it will take to satisfy the hunger of the half billion people of Eastern Asia should dispel all doubt concerning the

market for Canadian wheat during the lifetime of this generation.

Canada's Natural Adaptation to Wheat Culture It is a well-established fact long recognized by wheat growers that that part of the earth's surface which lies just south of the parallel of latitude beyond which nothing can be raised affords the ideal soil and climate for wheat. It is for this reason that the zone of wheat culture has been steadily moving northward. The reason for this great fact of cereal culture is three-fold and is fully illustrated in the vast wheat fields of Western Canada.

First—The deep frost in the earth constitutes a perfect system of natural irrigation. As soon as the snow melts and the sun thaws out two or three inches of top soil the wheat is sown directly over a vast reservoir of frost three or four feet in depth. The frost is not completely thawed out until the summer is well advanced. The eminent-authority on wheat raising, Angus Mackay, Esq., Superintendent of the famous Government Experimental Farm at Indian Head, assured the writer on the first of July that the frost was still coming out of the ground. Thus the moisture in the earth nourishes the tender plant so thoroughly that it is far less dependent upon the clouds than in lower latitudes. As a matter of fact, a summer-fallow field of wheat has been known to yield twenty bushels of wheat to the acre without any rain. We would not give the impression that the Province of Saskatchewan is lacking in rain. The accurately kept Government records show a ten years' aver-

age of eighteen inches in that region, three-fourths of which fall between April and October. There is no danger of too much rain with consequent rust such as befalls the wheat in our north central states. What would be a drouth in the American wheat states is comparatively harmless in Saskatchewan because of the great system of natural irrigation underlying the Canadian wheat fields.

The second cause of Canada's incomparable wheat yield is the long sunny day in June and July. Just when the plant most needs sunshine it gets about two hours more of it daily than in the latitude of the central states. The necessity of sunlight to rapidly mature the grain is nowhere more fully illustrated than in that land of abundant sunshine.

In the third place, the cool nights play an important part in hardening the grain. "Manitoba Hard" has long been the shibboleth of the Canadian grain exchanges. In a single year 50.7 per cent. of all the wheat officially inspected in Winnipeg graded "Manitoba Hard," and 30.6 per cent. "No. 1 Northern," making 81.3 per cent. fall within the two highest market grades. During the same time practically only 1 per cent. of the receipts at Minneapolis graded No. 1 Hard and 22 per cent. No. 1 Northern; a difference of nearly four to one in favor of Canadian wheat.

The Climate Western Canada is not a tropical climate. It must be borne in mind, however, that it takes cold weather to make the best wheat and the best men.

That the winters do not freeze the men is shown by the fact that nearly one million of them continue to live, move and have their being and raise the best wheat and the best men on earth.

Having recognized the worst phase of the reality, we are now prepared to startle the decrier of Canadian winters by the simple fact that the altitude, the dryness of the air, the vast floods of sunlight and the genial Pacific Gulf Stream winds make the climate of Saskatchewan more agreeable than that of Minnesota, Wisconsin and Northern Illinois.

The People The people themselves play the leading part in the commerce of a country. What of the Canadian? In Western Canada we find the Anglo-Saxon at his best. His racial blood is purer than that of his kinsman in the States and his training in empire building has made him more aggressive than his British forbears. His is a proper balance between the conservatism of Britain and the radicalism of America. He moves faster than the Briton, but he does not exhaust himself as soon as the American.

Nowhere outside of Scotland will one see such streams of church-goers as in Canada. The church and the schoolhouse, with all that they stand for, dot the picket line of the advancing army of Canadian pioneers. Canada seems destined to have the best school system in the world. It is a happy mean between the somewhat cumbersome, slightly antiquated methods of Europe and the high pressure methods which are nipping the nerve and unstringing the muscle of our

American youth even before the day's work is fairly on.

The Last West "The last West" will not last long. Ten million acres, or one-fifteenth of the arable land in the Provinces of Manitoba, Saskatchewan and Alberta are passing into private ownership annually. At this rate the present opportunity to buy the best wheat land on earth for a pittance will not outlast a Decade. The opportunity is now, however, and the American investor is just beginning to avail himself of this last chance for good wheat land on this continent.

The Investment The foregoing facts furnish an investment whose safeguards and profits are absolutely assured by two words, "Land" and "Wheat." The hundreds of thousands of Americans, Eastern Canadians and Britons, who have already settled on Western Canada farms, are the vanguard of millions who will during this generation transmute that rich black loam into billions of bushels of golden grain.

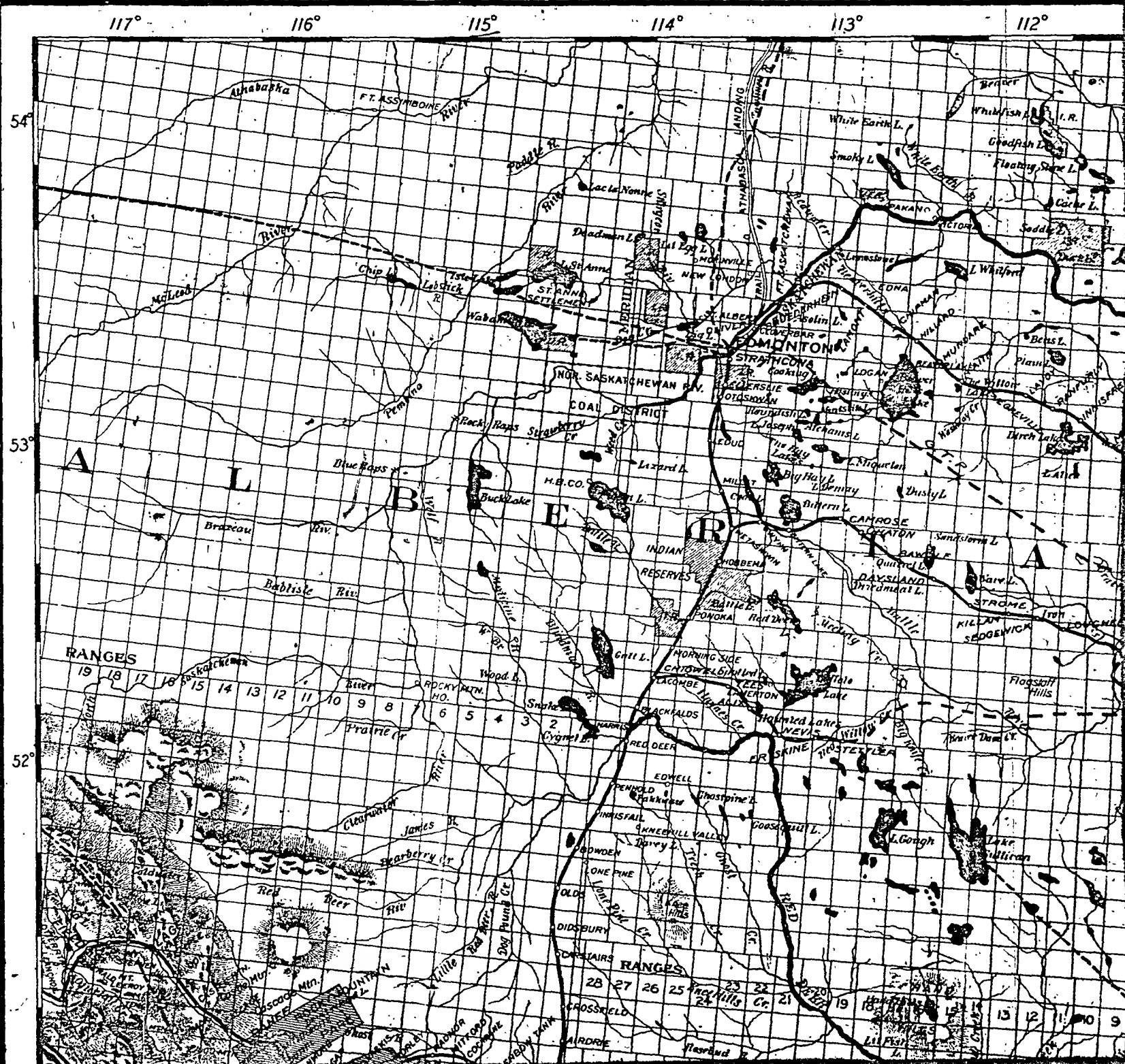
How can the eastern investor participate in this great opportunity? By buying at the present low prices as much land as he can afford, and by selling the same through a trustworthy agency to the farmer purchaser, who will continue to buy homes in Western Canada for years to come, at annually increasing prices.

The value of any commodity is determined by its income-producing power. The intrinsic value of Western Canada wheat land is based upon the following facts: The

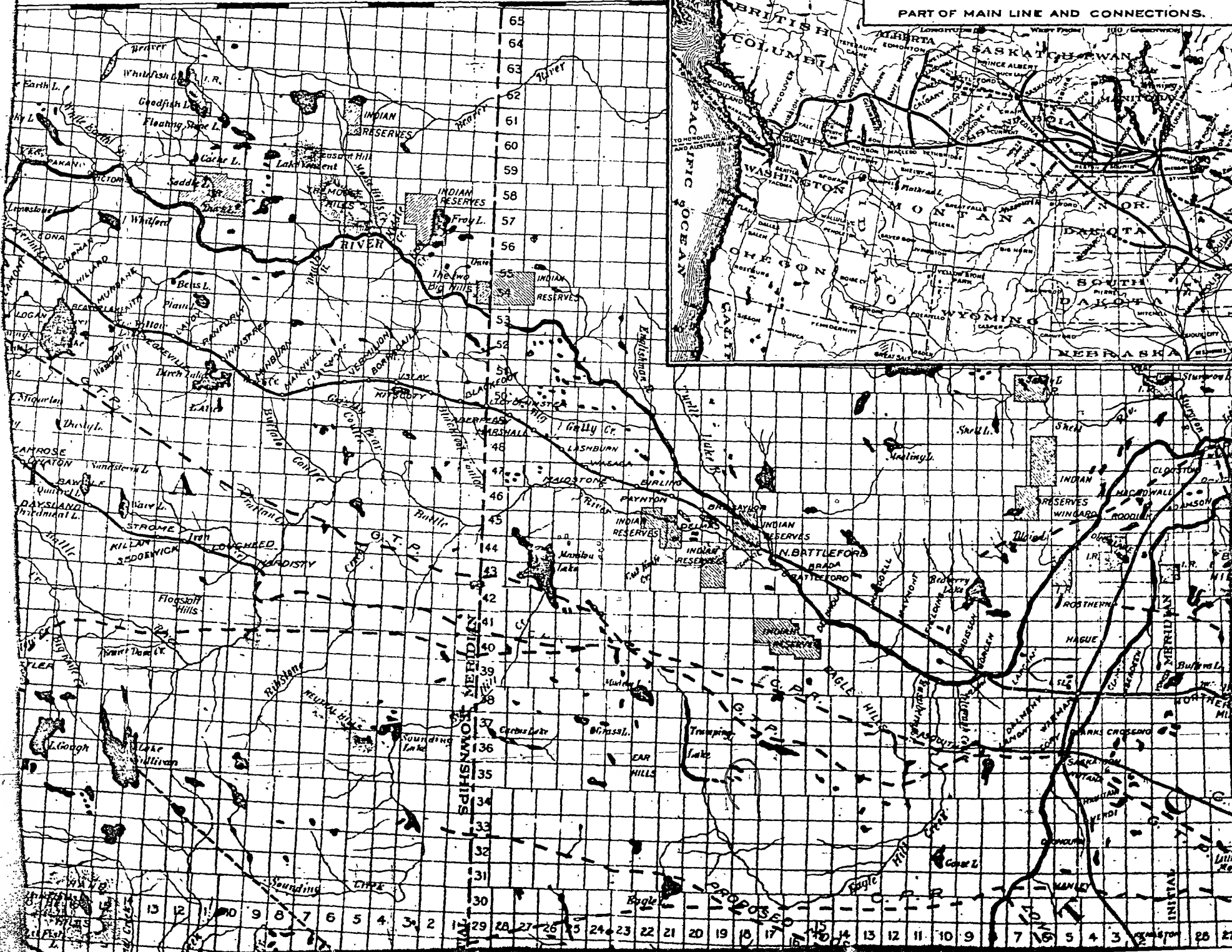
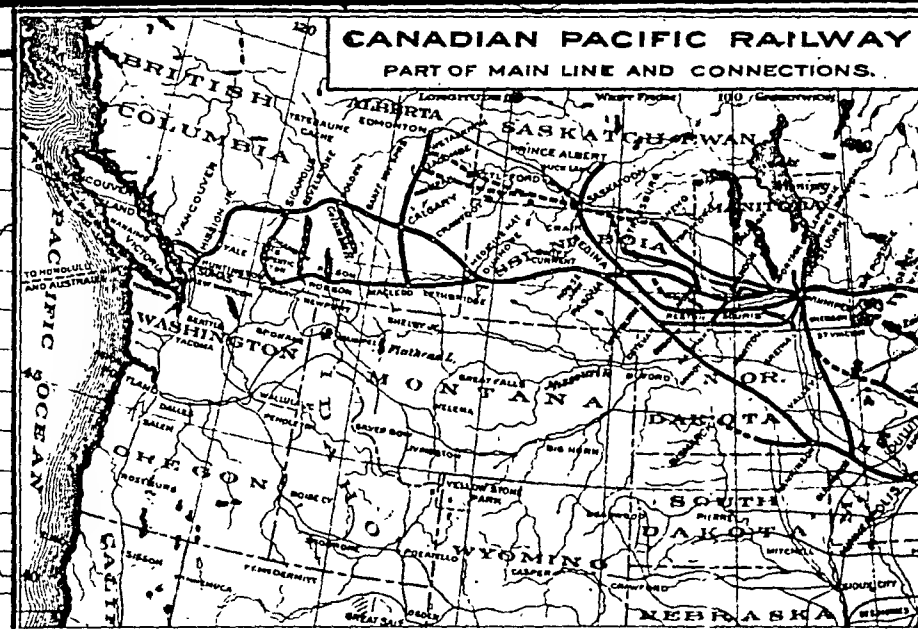
average yield for twenty years has exceeded twenty bushels. The average price to the farmer for twenty years has exceeded 65 cents. The average cost of production and transportation to the elevator is 35 cents. The average net profit, therefore, is 30 cents per bushel, or \$6 an acre. The intrinsic value of the land, then, is that sum on which \$6 is a fair dividend.

In the light of these facts, the eastern investor cannot reasonably doubt that the farmer from Great Britain, Eastern Canada and the Western States, will continue to buy Western Canada wheat land until it reaches \$100 an acre.





112° 111° 110°



N PACIFIC RAILWAY
MAIN LINE AND CONNECTIONS.

104°

103°

102°

101°

100°



WISHARD

Canadian and

WINNIPEG,

Merchants' Bank Building.

101°

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98°

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WISHARD LANGAN COMPANY Limited,

Canadian and American Farm Lands and Securities,

WINNIPEG,

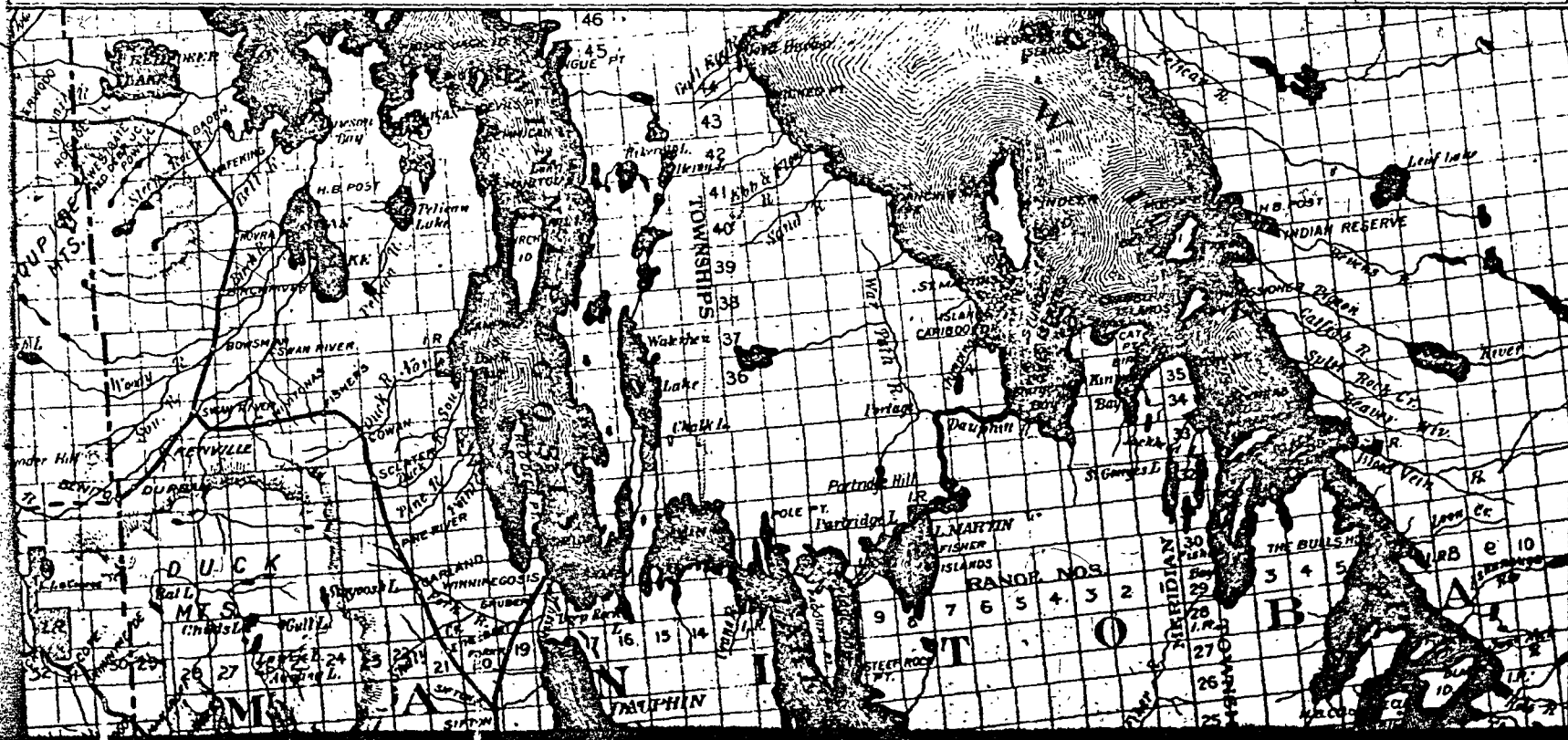
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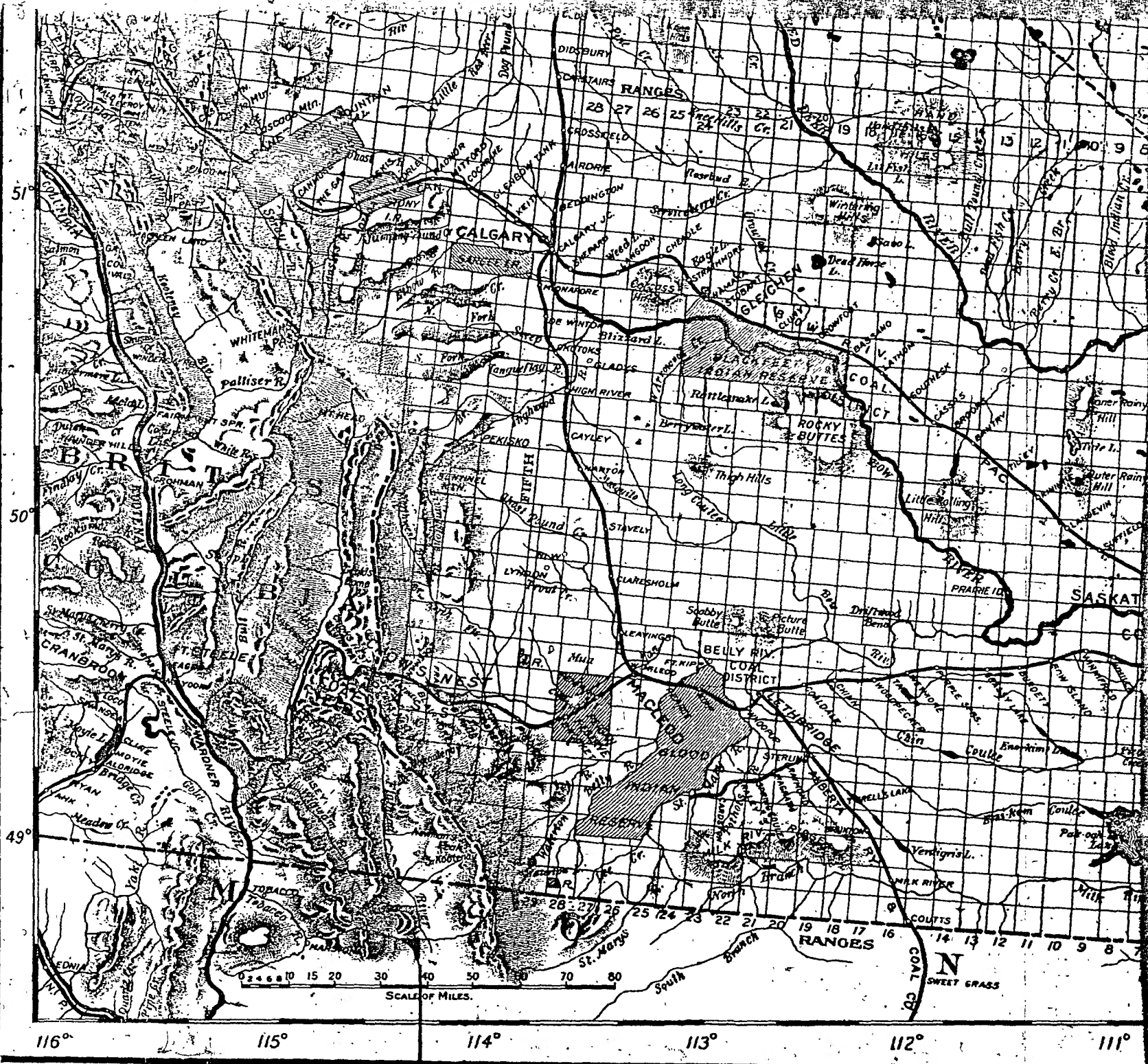
CHICAGO.

Merchants' Bank Building.

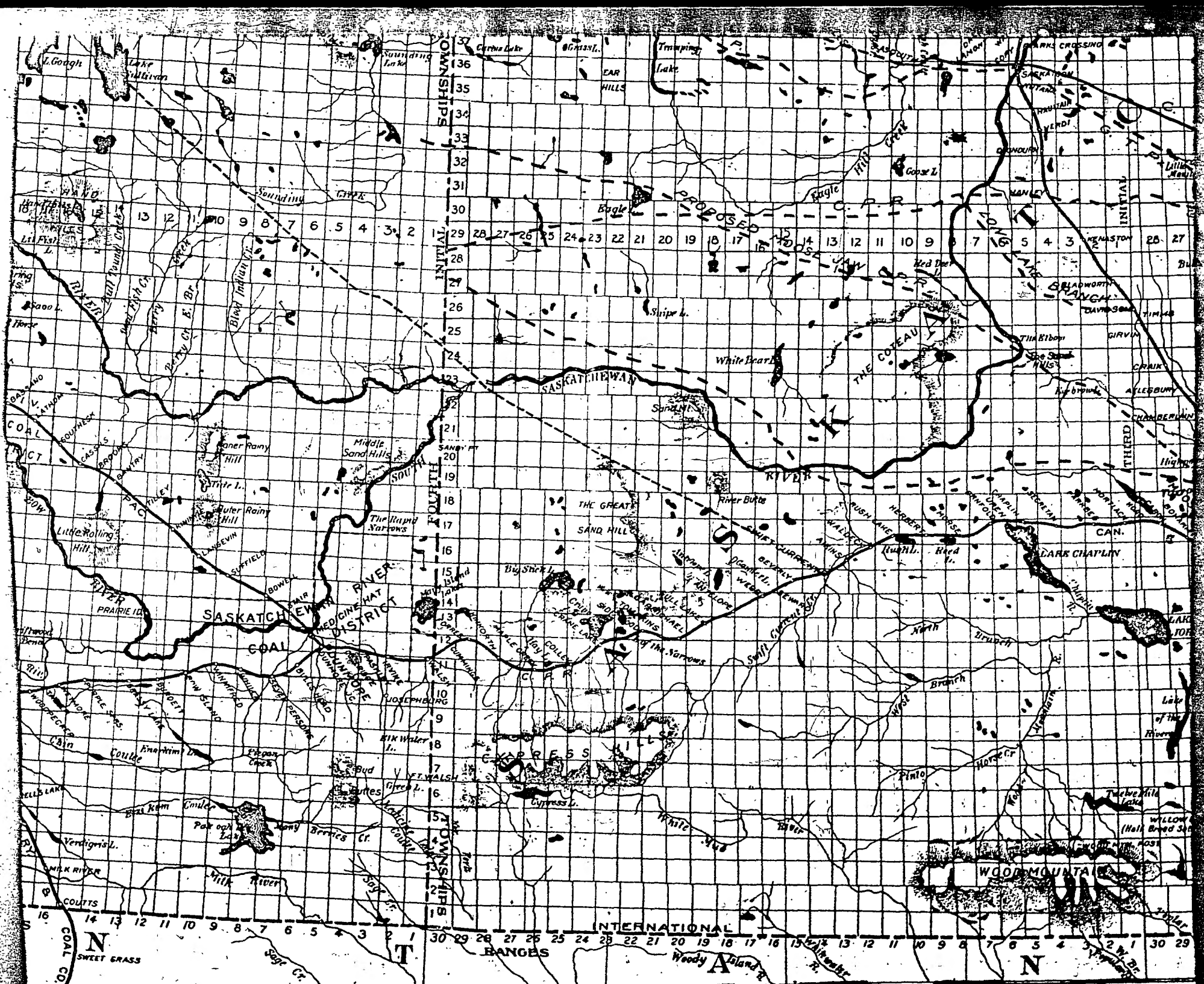
Metropolitan Building.

Marquette Building.

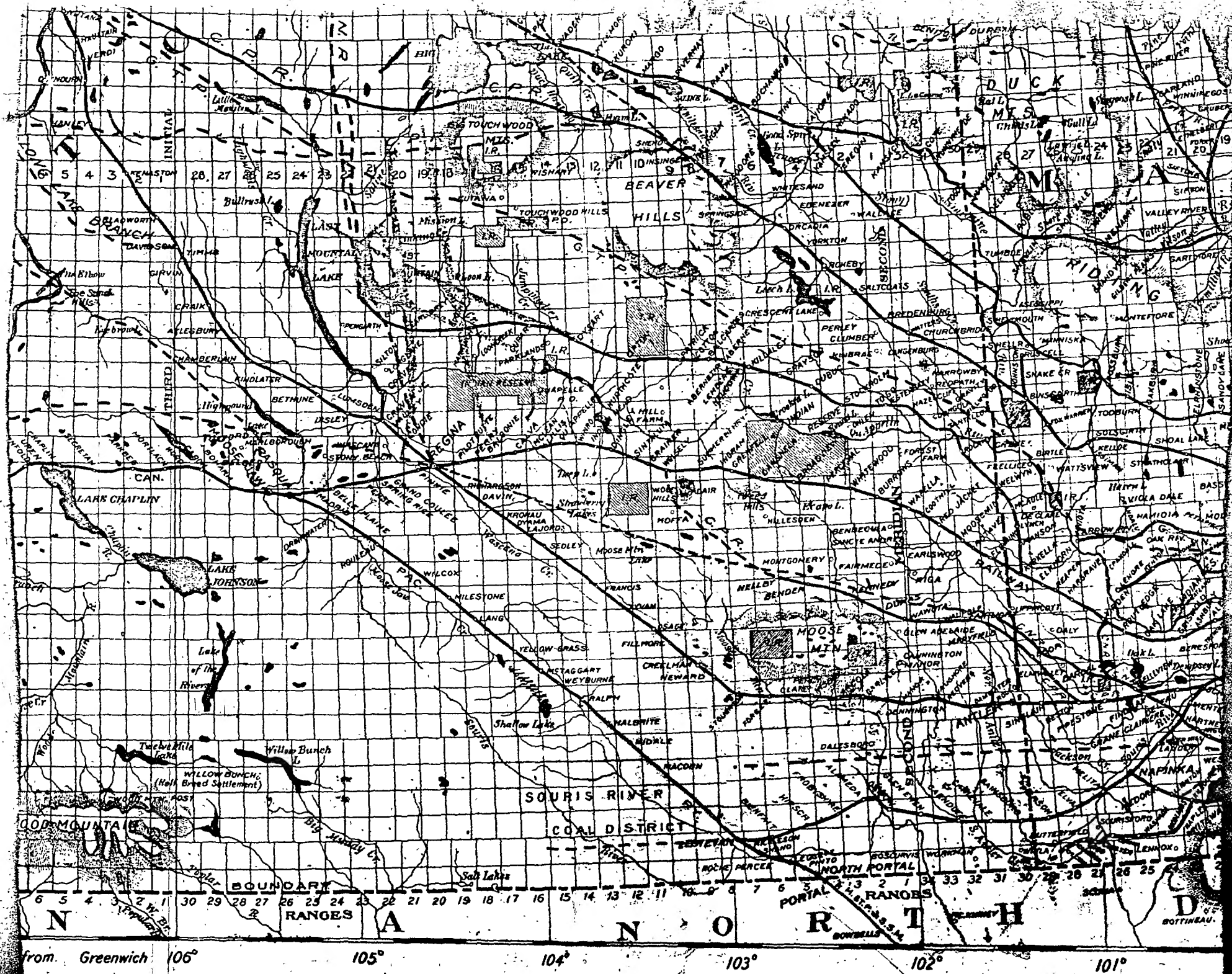




Entered according to Act of Parliament, August 1905, by Bulman Bros. Winnipeg.



112° 111° 110° 109° 108° Longitude West 107° from Greenwich 106°



from Greenwich 106° 105° 104° 103° 102° 101°

